EXHIBIT A



FLOWERS BAKERIES BRANDS, INC. VS. INTERSTATE BAKERIES CORPORATION

SUPPLEMENTAL REPORT OF PHILIP JOHNSON

October 2009

SUPPLEMENTAL REPORT OF PHILIP JOHNSON

I, Philip Johnson, state as follows:

- I am Chief Executive Officer of Leo J. Shapiro and Associates, Inc., a Chicago-based market research and consulting firm that conducts surveys.
- 2. I am the same Philip Johnson who designed and conducted the study described in the report, "Flowers Bakeries Brands, Inc. vs. Interstate Bakeries Corporation; A Study of Likelihood of Confusion," dated July 30, 2009.
- 3. During my deposition on September 16, 2009, opposing counsel raised a number of issues regarding the design of my original study. Many of these issues focused on the "Eveready Survey" that I conducted in June of this year.
- 4. It is my understanding from deposition questioning that opposing counsel's criticisms regarding my Eveready Survey include:
 - The markets employed in the Eveready Survey were allegedly not representative of the "older markets" where Nature's Own may have a more established reputation.¹

¹ Even though my Eveready Survey includes both older and newer Flowers markets (see Original Report). As stated in the Original Report, markets in the original Eveready Survey were selected because they are markets where Nature's Own products were currently sold, but where Nature's Pride and Natural Ovens products had not been sold.

- The primary question concerning the source of the packaged bread product shown to respondents employed a "full filter" construction which opposing counsel suggested may introduce a bias by "limiting" responses.
- The survey did not include a question regarding relationship, sponsorship, or affiliation between the source of the bread and any other company which opposing counsel suggested was of importance.
- 5. While I continue to believe that the survey I designed and conducted was not flawed in any way, I have revised my original Eveready Survey methodology in response to opposing counsel's comments and issues and undertook a second Eveready Survey ("Supplemental Eveready Survey") to address the criticisms.
- 6. The Supplemental Eveready Survey was conducted with approximately 200 bread purchasers in four of the "older, established markets" where Nature's Own bread is currently sold. Specifically, the interviews were conducted in shopping mall research facilities located in Jacksonville, FL; Fort Smith, AR; Raleigh, NC; and Nashville, TN.
- 7. In addition, Question 2 was modified to address opposing counsel's comments regarding the full filter construction, and a new question (Question 4a-c) was added that measures consumer belief about a potential relationship, sponsorship, or affiliation between the source of the bread and any other company. A copy of the Supplemental Eveready questionnaire is attached to Appendix A of this report.

- 8. LJS retained independent survey research firms to conduct the Supplemental Eveready survey. The survey was "double blind" where neither the respondents nor the interviewers conducting the study were aware of the purpose of the research or the identity of the party who commissioned it.
- 9. LJS is currently coding and tabulating the survey results. Based on preliminary results, the revisions that were incorporated in to the Supplemental Eveready Survey design to address opposing counsel's comments and criticisms result in no material difference in the results that would change the conclusions stated in my original July 30th report.

 Namely, the Supplemental Eveready Survey supports the findings and conclusions of the original Eveready Survey.
- 10. I reserve the right to, and will, supplement my opinions set forth herein once coding and tabulation of the survey data is completed.

Pursuant to 28 U.S.C., Section 1746, I declare under penalty of perjury under the laws of the United States that the foregoing is true and correct.

Executed on October 7, 2009 at Chicago, Illinois.

Philip Johnson

APPENDIX A

• Supplemental Eveready Questionnaire



Hello, my name	is I work for Su	ırvey Cente	r, and we	are doing a	an opinion	
study. Let me	assure you that we are not s	selling any	thing. Th	is is stri	ctly for	
research purpos	ses only. Before we begin, I	I would like	e you to k	now that yo	our answers	and
identity will k	oe kept strictly confidential	L.				
SCREEN:						
I. Before we	e begin, what is your age? F	RECORD AGE:				
() UNDER	18 YEARSTALLY AND TERMINATE	3.				
()BETWEE	EN 18 AND 34 YEARSCHECK SCRE	EENING QUOT	AS AND CON	TINUE.		
()BETWEE	EN 35 AND 54 YEARSCHECK SCRE	ENING QUOT	AS AND CON	TINUE.		
()55 YEA	ARS AND OLDERCHECK SCREENING	QUOTAS AND	D CONTINUE	•		
II. RECORD GE	ENDER FROM OBSERVATION:					
() MALEC	CHECK SCREENING QUOTAS AND CO	NTINUE.				
() FEMALE	ECHECK SCREENING QUOTAS AND	CONTINUE.				
IIIa. Are you t	the primary food shopper for	your housel	hold?			
() NOIF	NO, TALLY AND TERMINATE.					
()YES IF	YES, CONTINUE.					
b. Thinking	about the next four weeks, d	lo you plan	to purchas	se(ASK FO	R EACH BELOW	r)
from a su	permarket or grocery store f	or yourself	f or your h	household?		
froze	en orange juice ()YES	() NO				
packa	ged sliced bread ()YES	() NO	IF NO, TAI	LLY AND TER	MINATE.	
canne	d soup ()YES	() NO				
slice	d deli meat ()YES	()NO				
IN ORDER TO QUA	LIFY FOR INTERVIEW, THE RESP	ONDENT MUST	BE THE PE	RIMARY FOOI	SHOPPER FO	R
THEIR HOUSEHOLD	AND PLAN TO PURCHASE PACKAG	ED SLICED F	BREAD FOR T	THEMSELF OF	THEIR	
HOUSEHOLD IN TH	E NEXT FOUR WEEKS.					
IV. Have you	participated in any market r	esearch sur	evey in the	e past thre	e months?	
() NO IF	NO, CONTINUE.		() YES IF	YES, TALLY	AND TERMIN	ATE.
V. Do you, o	r does any member of your ho	usehold, wo	ork for(AS	SK FOR EACH	() ?	
a mar firm?	ket research or advertising	()NO	()YES IF	YES, TALLY	AND TERMIN	ATE.
	ufacturer or retailer of d or baked goods?	() NO	()YES IF	YES, TALLY	AND TERMIN	ATE.
a sto	re in this mall?	() NO	()YES IF	YES, TALLY	AND TERMIN	ATE.

VIa.	Before we continue, do you usually wear e	eyeglasses or contact lenses when you shop
	or read?	
	() NOIF NO, SKIP TO Q.VII.	()YESIF YES, CONTINUE WITH Q.VIb.
b.	IF "YES" IN Q.VIa, ASK: Before continuing	g, would you please put them on?
	() NOIF NO, TALLY AND TERMINATE.	()YESIF YES, CONTINUE.
VII.	I would like to ask you a few questions i	in our interviewing facility. The whole
	process will take about five minutes of y	your time. Would you be willing to help us
	out? () NOIF NO, TALLY AND TERMINATE.	()YESIF YES, CONTINUE.

QUESTIONNAIRE

ESCOR	T RESPONDENT TO INTERVIEWING FACILITY. ASK RESPONDENT TO PLEASE BE SEATED.
SAY:	If you don't know the answer to any of the questions, it is okay to say so. Please
do no	t guess. ROTATE WHICH EXHIBIT IS SHOWN IN BETWEEN RESPONDENTS.
"X" W	HICH EXHIBIT SHOWN: ()GG ()MM
1.	HAND RESPONDENT EXHIBIT, SAY: This is a bread product that you may or may not have
	seen at the grocery store. Please take a look at this as if you were shopping for
	bread. Feel free to comment on anything that strikes you about this, either
	positively or negatively. RECORD SPONTANEOUS COMMENTS.
WHEN	RESPONDENT IS DONE LOOKING AT EXHIBIT, TAKE BACK EXHIBIT, AND PUT IT OUT OF SIGHT
FOR T	HE REMAINDER OF THE INTERVIEW.
2a.	Who or what company do you believe makes or puts out the bread that I just showed
	you, or do you not have a belief?
	()DON'T HAVE A BELIEFSKIP TO Q.3a.
b.	What makes you say that? PROBE: Anything else?
Σ.	made marked you day chac. The diffigure case.

3a.	Do you OR don't you know of any ot	ther brand or brands of bread that are made by the		
	same company that makes the particular bread that I showed you?			
	()NO, I DON'T KNOWSKIP TO Q.4a.			
	()YES, I KNOWCONTINUE WITH Q.3b-Q.3c.			
	IF SPONTANEOUS: () DON'T KNOWSKIP	TO Q.4a.		
b.	IF SAYS "YES, I KNOW" IN Q.3a, ASK: What other brand or brands of bread are made by			
	the same company that makes the bread that I showed you? PROBE: Any others? RECORD			
	BELOW.			
c.	What makes you say that? PROBE: Anything else? RECORD BELOW.			
	b. What Brand?	c. What Makes You Say That?		
	-			
	-			

4a.	Do you believe that whoever makes	or puts out the bread I showed you(ROTATE ORDER
	OF FIRST TWO ALTERNATIVES READ)	
	() IS RELATED TO, SPONSORED BY, OR	AFFILIATED WITH ANOTHER COMPANY?CONTINUE WITH
	Q.4b-Q.4c.	
	<u>OR</u>	
	() IS NOT RELATED TO, SPONSORED BY	, OR AFFILIATED WITH ANOTHER COMPANY?SKIP TO
	"CLASSIFICATION PAGE."	
	OR	
	()YOU DON'T KNOW OR HAVE NO OPINI	ON?SKIP TO "CLASSIFICATION PAGE."
b.	IF SAYS "IS RELATED TO, SPONSORED	BY, OR AFFILIATED WITH ANOTHER COMPANY" IN Q.4a,
	ASK: What other company? PROBE: An	y others? RECORD BELOW.
c.	What makes you say that? PROBE: A	nything else? RECORD BELOW.
	b. What Company?	c. What Makes You Say That?
	-	
	-	
	-	
	-	

CLASSIFICATION PAGE

In order to be counted as a complete survey, I need to have a phone number where you can

be reached if a verifier calls to co	onfirm that you participated in the study. May I	
please have a phone number where you can be reached? This verification call would take		
less than a minute of your time.		
PHONE: ()	Is this your ()HOME, ()BUSINESS, or ()CELL phone?	
Thank you.		
NAME:	ADDRESS:	
CITY/STATE:	ZIPCODE:	
INTERVIEWER NAME:	DATE :	
FIELD SERVICE:	MALL:	
TN	TERVIEWER CERTIFICATION	
My signature below affirms that I have personally conducted this interview with the above		
named respondent to the best of my ability and in compliance with the interviewing		
instructions. I have recorded, as fully as possible, the respondent's complete answers		
to the above questions.		
SIGNATURE OF INTERVIEWER:		
FRINIED NAME OF INIERVIEWER:		
	WILTENSTON, HODY	
	VALIDATION FORM	
Please have the respondent sign or initial this validation section of the questionnaire.		
FOR PURPOSES OF VALIDATION, I AGREE THAT THIS IS A TRUE AND COMPLETE ACCOUNTING OF MY		
RESPONSES TO THIS PUBLIC OPINION SU	JRVEY.	
NAME OR INITIALS OF RESPONDENT:		